

Message Text

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PAGE 01 STATE 059817

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/BEWT/TDAD/558/RFSTECHSCHULTE:EW

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R 172301Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW

UNCLAS STATE 059817

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: DELAYED TRADE OPPORTUNITIES

REF: STECHSCHULTE/HERTZBERG TELEPHONE CONVERSATION 3/13/75
WARSAW'S 0821, DATED 2-11-75

1. REGRET DELAY IN REPLYING REFTEL AND OVER GENERAL MIX-UP
ON TRADE OPPORTUNITIES RECEIVED FROM WARSAW. AS EXPLAINED
IN REF CONVERSATION, ACTION HAS BEEN TAKEN TO CORRECT
SITUATION.

2. WITH RESPECT GAS OVENS MENTIONED PAR. 1 REFTEL, TWO COM-
PANIES WERE ORIGINALLY NOTIFIED BY TDAD. ONE OF THESE, THE
LINDBERG DIV. OF SOLA-BASIC WAS IN WARSAW ABOUT FEB. 5TH
FOR TALKS WITH METAEXPORT, AND PLANNED TO DISCUSS REQUIRE-
MENTS WITH THE R AND D CENTER FOR VACUUM TECHNOLOGY; WE
NOW LEARN THAT DUE PRESS OF OTHER BUSINESS, THEY FAILED TO
DO SO. NOW, THE H. K. HUPPERT CO. OF CHICAGO IS AIRMAILING
YOU CATALOGS TO PASS ON, AND THE AMERICAN FURNACE CO. OF
ELIZABETH, N.J. WILL TRY TO QUOTE IF YOU WIRE US MORE DE-
TAILED SPECIFICATIONS. FIRMS SEEM TO FEEL REQUIREMENT IS
FOR SMALL, NITROGEN OR HYDROGEN ATMOSPHERE TUBE-TYPE LAB
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FURNACES, OFTEN CUSTOMER DESIGNED.

3. PRIORITY ACTION BEING TAKEN ON AUTOMOTIVE OPPORTUNITIES.
AS MENTIONED REF CONVERSATION, BUDD COMPANY CONTACTED AND

PLANS TO CONTACT POLISH ORGANIZATION RESPONSIBLE FOR
BRAKE SHOE PLANT DURING PREVIOUSLY PLANNED VISIT TO
WARSAW MARCH 17. NAMES OF COMPANIES FOR RADIATOR PLANT
WILL BE FORWARDED AS SOON AS DEFINITE INTEREST DETERMINED.

4. LINE FOR INTERIOR HEADLINERS PRESENTS PROBLEMS BECAUSE
OF ORGANIZATION OF U.S. INDUSTRY. IF POLES INTERESTED IN
PURCHASING THE DESIGN FOR A COMPLETE PRODUCTION LINE, WE
WILL REFER INQUIRY TO ENGINEERING FIRMS. IF INTERESTED IN
ONLY MACHINERY, WE NEED LIST OF MACHINERY SPECIFICATIONS
FOR REFERRAL TO NUMEROUS POTENTIAL U.S. SUPPLIERS, AS
IMPOSSIBLE TO PURCHASE COMPLETE LINE FROM ONE SUPPLIER.
WITHOUT THIS INFORMATION WE CANNOT ARRANGE FOR SUPPLIER
CONSORTIUM MENTIONED REFCON.

5. PROBLEM WITH MELBOURNE, AUSTRALIA UNDOUBTEDLY RESULTED
FROM HUMAN ERROR IN CODING TRADE OPP. TOPS MANAGERS
WILL TRY TO ASSURE THAT THIS DOES NOT HAPPEN AGAIN. INGERSOLL

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